

Message Text

UNCLASSIFIED

PAGE 01 STOCKH 03492 081130Z
ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 /021 W
-----012819 091719Z /46
R 080948Z SEP 78
FM AMEMBASSY STOCKHOLM
TO USDOC WASHDC
INFO SECSTATE WASHDC 4655

UNCLAS STOCKHOLM 3492

E.O. 11652: N/A
TAGS: BEXP, SW
SUBJECT: ADS REQUEST: THE BURDICK CORP., MILTON, WI

REF: COMMERCE CD-144, 07/12/78

1. THE FOLLOWING FIRM IS CONSIDERING THIS PROPOSAL AND WILL
CONTACT THE BURDICK CORP. DIRECTLY:

A. SYNECTICS AB
KUNGSGATAN 32
S-111 35 STOCKHOLM
CONTACT: MR. ANDERS ESSEN-MOLLER

2. SYNECTICS, WHICH WAS ESTABLISHED VERY RECENTLY, HAS
APPROXIMATELY FIVE EMPLOYEES AND APPROXIMATE ANNUAL TURNOVER
OF SKR. 1 MILLION. MR. ESSEN-MOLLER WAS PREVIOUSLY EMPLOYED
BY LANDSTINGENS INKOPSCENTRAL (LIC), A CENTRAL PURCHASING
ORGANIZATION FOR SWEDISH COUNTY COUNCILS WHICH PROVIDES MOST
SWEDISH HOSPITALS AND SIMILAR INSTITUTIONS WITH EQUIPMENT.
HE WAS THE SALES MANAGER FOR LIC'S DIVISION HANDLING SURGICAL
AND MEDICAL INSTRUMENTS, AND HAS A GOOD BUSINESS REPUTATION.
SYNECTICS REPRESENTS SEVERAL US AND JAPANESE MANUFACTURERS.
RECOMMENDED TRADE CONTACT.

3. MR. ESSEN-MOLLER IS INTERESTED IN THESE PRODUCTS, BUT
HE THINKS THAT THE PRICES IN THE BROCHURES ARE TOO HIGH AND
UNCLASSIFIED

UNCLASSIFIED

PAGE 02 STOCKH 03492 081130Z

WOULD LIKE TO GET THE PRICE QUOTATIONS FOR OVERSEAS AGENTS.

4. OTHER FIRMS CONTACTED HAVE TURNED THE OFFER DOWN BECAUSE
OF THE TOUGH COMPETITION IN THIS FIELD. SIMILAR JAPANESE
ECG INSTRUMENTS ARE MARKETED IN SWEDEN AT MUCH LOWER PRICES.

5. IN CONNECTION WITH THE NATIONAL CONFERENCE OF THE

SWEDISH MEDICAL ASSOCIATION NOVEMBER 29-DECEMBER 2, 1978
THERE WILL BE AN EXHIBITION OF VARIOUS HEALTH CARE EQUIP-
MENT. IF THE BURDICK CORP. WANTS TO PARTICIPATE MR. BERTIL
ULFELD OF THE INTERNATIONAL FAIRS AND CONGRESS CENTER SHOULD
BE CONTACTED. HIS ADDRESS IS: STOCKHOLMSMASSAN AB, S-10680
STOCKHOLM, TELEPHONE: 08/99 01 00, TELEX 10660 STOFAIR S.
KENNEDY-MINOTT

UNCLASSIFIED

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 08 sep 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978STOCKH03492
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D780368-0082
Format: TEL
From: STOCKHOLM
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t19780986/aaaactfy.tel
Line Count: 69
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: cc211054-c288-dd11-92da-001cc4696bcc
Office: ACTION EUR
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 29 mar 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: N/A
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 1497498
Secure: OPEN
Status: NATIVE
Subject: ADS REQUEST: THE BURDICK CORP., MILTON, WI
TAGS: BEXP, SW
To: COM
Type: TE
vdkgvwkey: odbc://SAS/SAS.dbo.SAS_Docs/cc211054-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
US Department of State
EO Systematic Review
20 Mar 2014
Markings: Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014